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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY CONTINUES IMPROVEMENT OVER 1984 SALES PERFORMANCE

For November 1985, billings totaled $38.5 million, up 1.2% from the November 1984 figure of $38.0 million.

For the year-to-date, 1985 shows a 4.9% increase over 1984. For 1985 Commercial Heat Treaters have recorded $449.5 million in sales. The 1984 total for this period was $428.3 million.

Seven MTI districts improved their November 1984 performance. Eight districts exceeded 1984 year-to-date sales.

A summary of percentage change by geographic regions follows:

	District	Nov 85 vs. Nov 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	5.7	13.9
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.3	5.7
3	South Central (W.PA-OH-IN-KY)	5.3	5.7
4	Michigan	8.6	8.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.3	0.6
6	North Central (IL-WI-MN-MO-IA)	-13.8	-7.7
7	Pacific Coast (CA-AZ-ORE-WASH)	4.9	11.1
8	Southwest (TX-OK-AR-CO-LA-UT)	-11.8	6.5
9	Canada	24.1	16.7

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1985

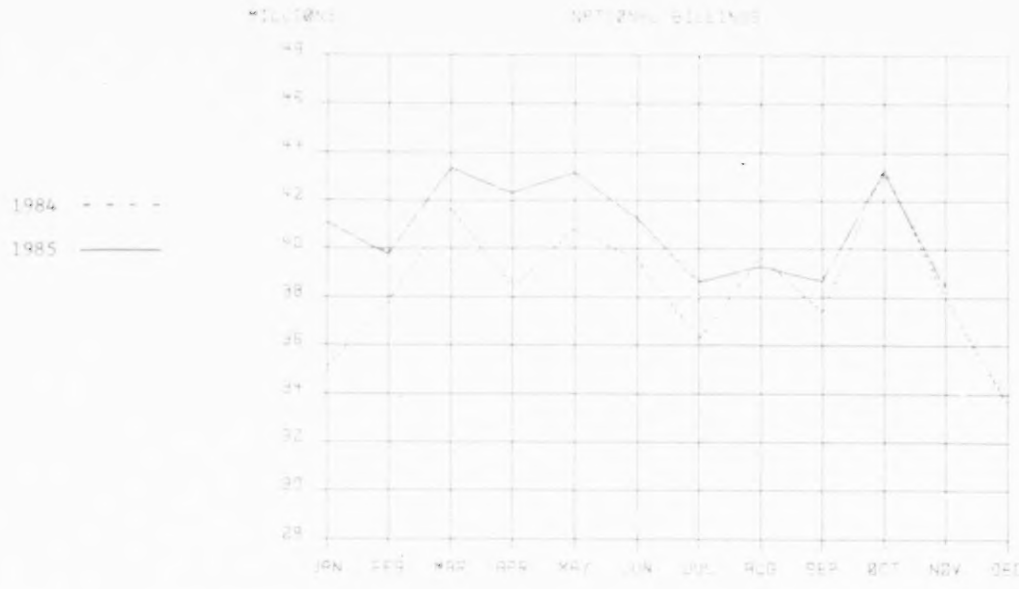
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	38007.5	38467.0	1.2	100.0	100.0
Dist. 1	17	2687.6	2840.4	5.7	7.1	7.4
Dist. 2	39	4347.2	4403.0	1.3	11.4	11.4
Dist. 3	59	6447.9	6790.7	5.3	17.0	17.7
Dist. 4	30	5775.9	6271.5	8.6	15.2	16.3
Dist. 5	23	1847.1	1853.3	0.3	4.9	4.8
Dist. 6	46	7021.5	6052.7	-13.8	18.5	15.7
Dist. 7	28	5280.7	5539.1	4.9	13.9	14.4
Dist. 8	27	2761.6	2434.8	-11.8	7.3	6.3
Dist. 9	9	1838.0	2281.4	24.1	4.8	5.9
Foreign	22					

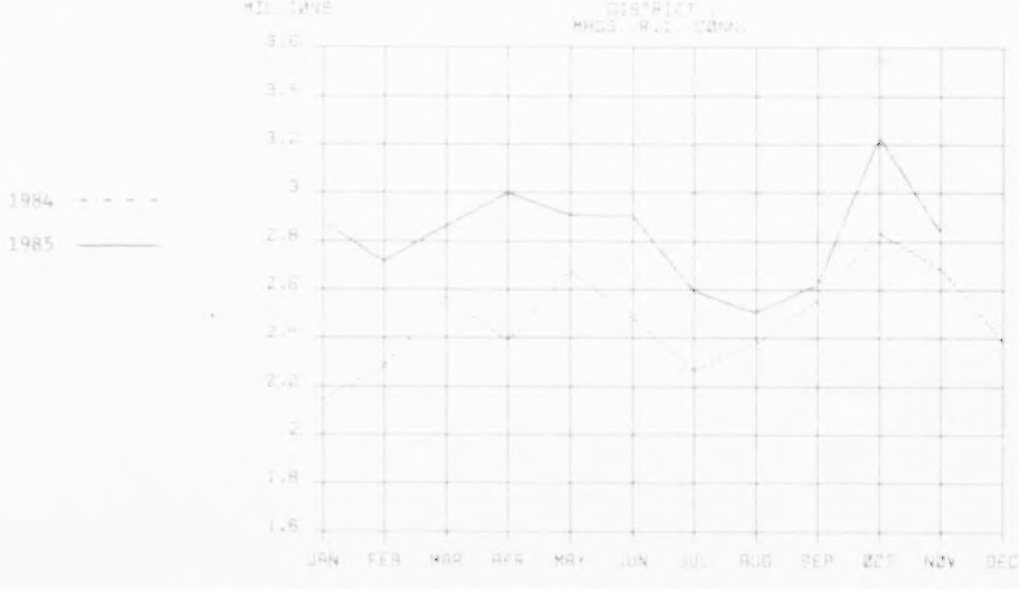
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	428286.6	449472.8	4.9	100.0	100.0
Dist. 1	27287.7	31079.6	13.9	6.4	6.9
Dist. 2	48963.0	51732.5	5.7	11.4	11.5
Dist. 3	74443.2	78675.5	5.7	17.4	17.5
Dist. 4	65186.8	70493.3	8.1	15.2	15.7
Dist. 5	21443.0	21566.3	0.6	5.0	4.8
Dist. 6	84584.4	78108.8	- 7.7	19.7	17.4
Dist. 7	57277.6	63631.9	11.1	13.4	14.2
Dist. 8	30458.4	32427.9	6.5	7.1	7.2
Dist. 9	18643.5	21757.0	16.7	4.4	4.8

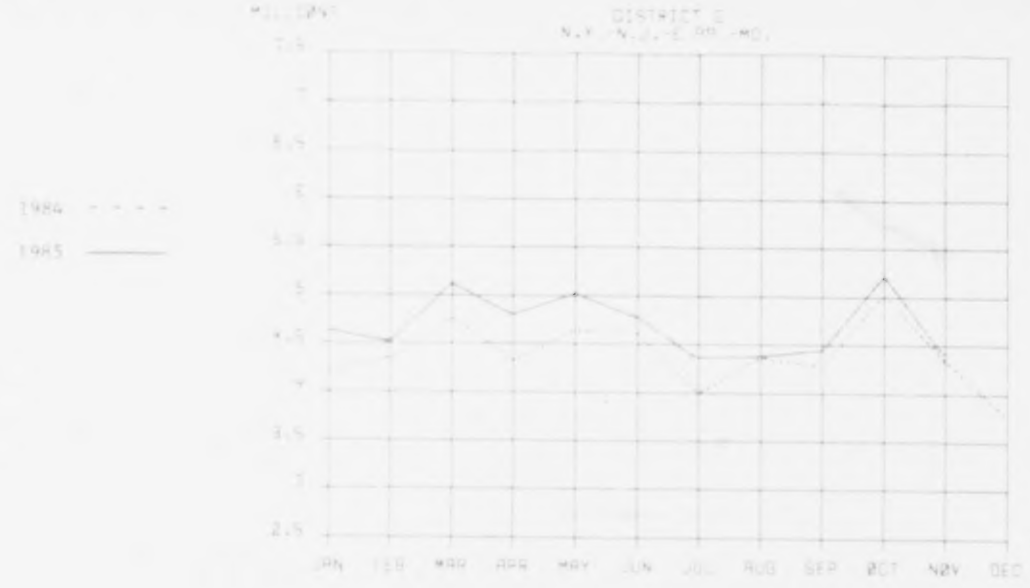
[1] Total MTI membership including firms that do not participate in monthly analysis.



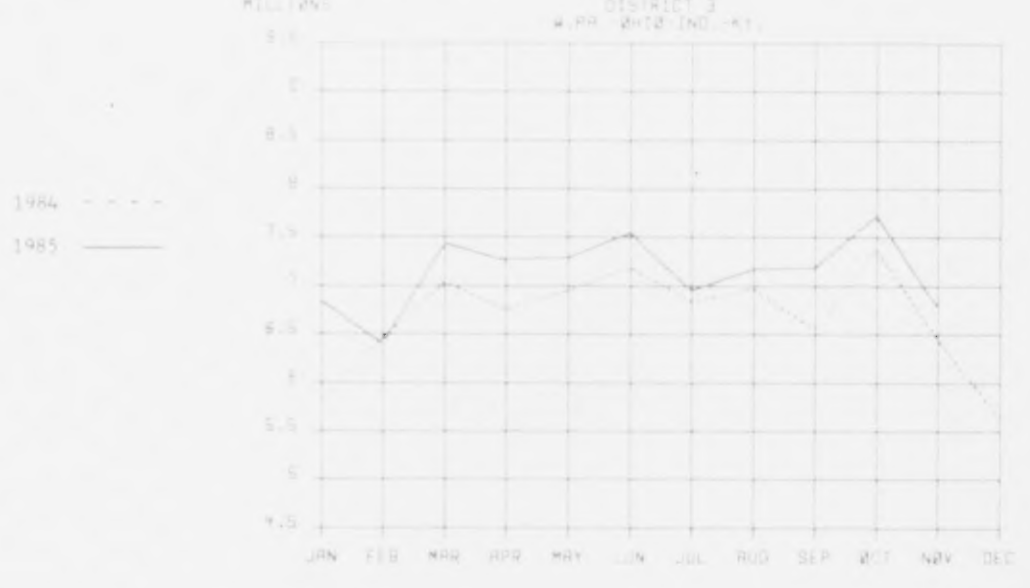
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.1	5.1	3.9	10.3	5.7	4.3	6.5	-1.0	3.5	-0.3	1.2	
% Change	Cumulative	17.1	10.9	8.4	8.8	8.2	7.7	7.4	6.3	6.0	5.3	4.9	



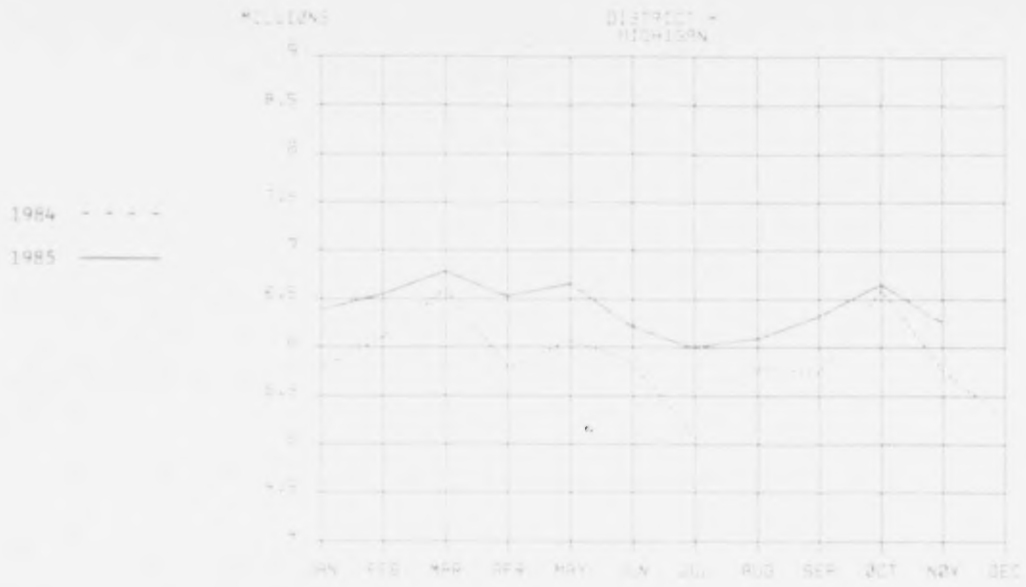
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	34.5	18.9	11.6	25.4	8.6	16.8	14.5	5.5	2.5	13.8	5.7	
% Change	Cumulative	34.5	26.5	21.0	22.1	19.1	18.7	18.1	16.6	14.9	14.8	13.9	



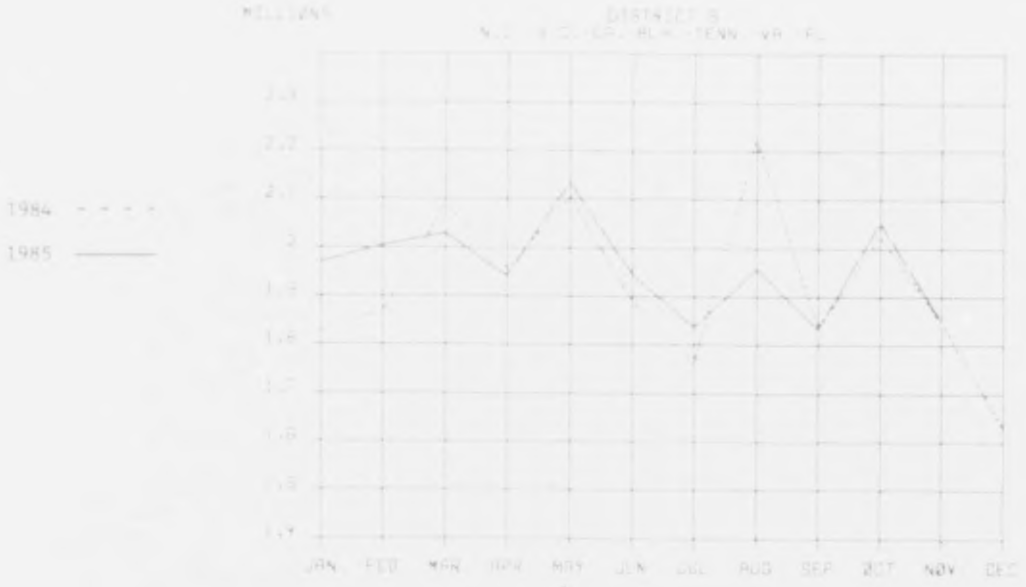
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.9	3.9	7.3	11.2	8.2	3.6	9.1	0.3	3.9	4.0	1.3	
% Change	Cumulative	9.9	6.9	7.0	8.1	8.1	7.3	7.6	6.6	6.4	6.1	5.7	



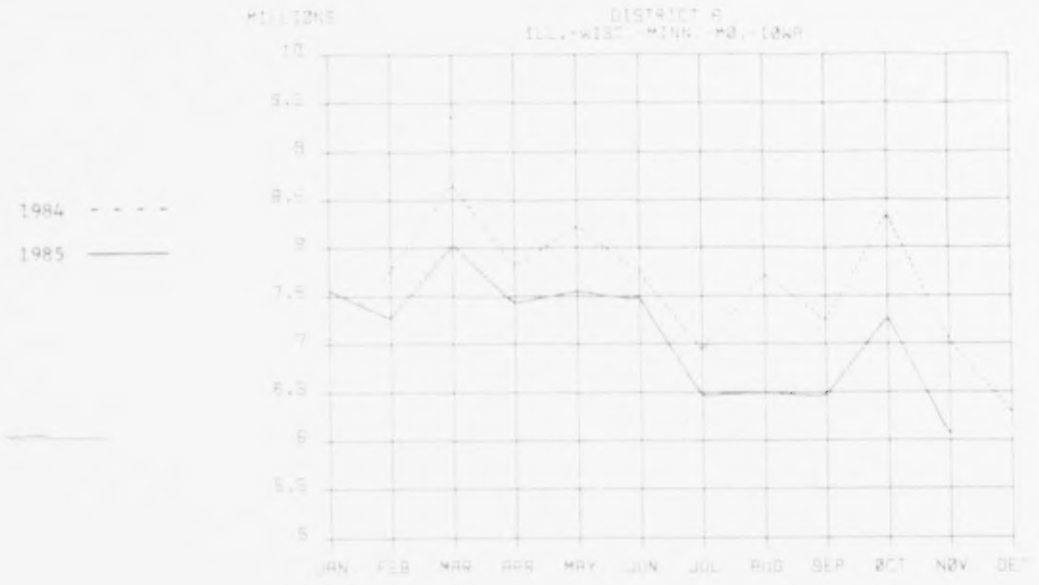
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	-1.0	5.6	7.7	4.9	4.9	1.7	2.9	9.8	4.6	5.3	
% Change	Cumulative	18.0	8.0	7.1	7.3	6.8	6.4	5.7	5.4	5.9	5.7	5.7	



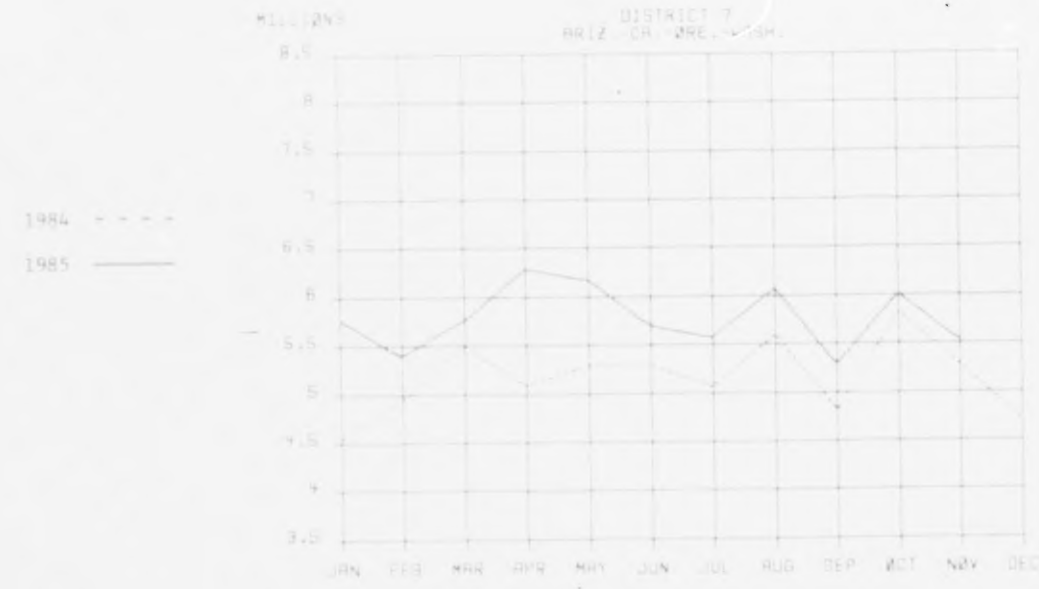
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	10.5	7.2	2.8	12.9	9.5	6.1	18.6	5.3	10.2	1.0	8.6	
	Cumulative	10.5	8.8	6.7	8.1	8.4	8.0	9.3	8.8	9.0	8.1	8.1	



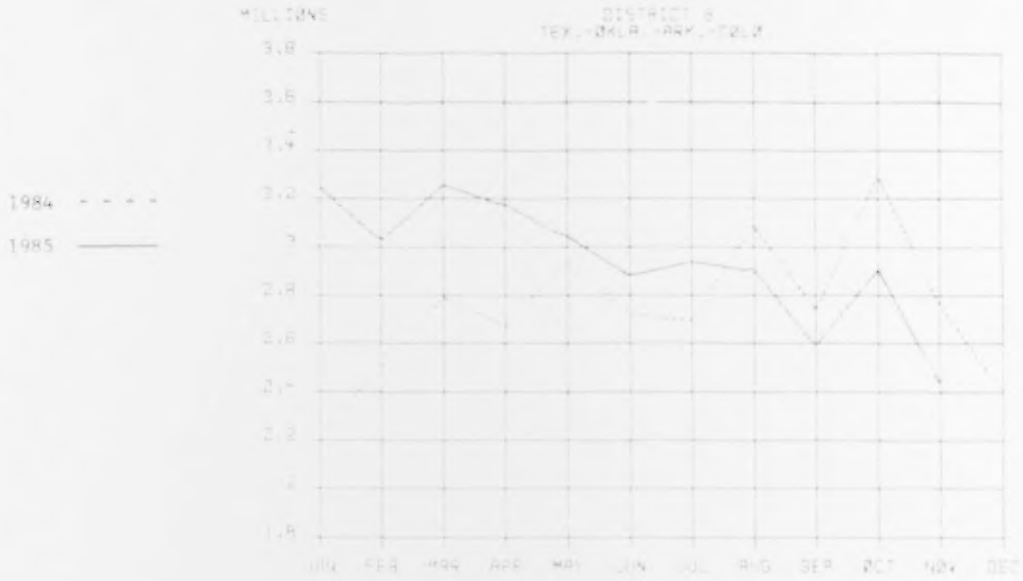
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	7.7	7.2	-2.9	-0.7	1.3	2.8	4.3	-12.0	0.0	1.3	0.3	
	Cumulative	7.7	7.5	3.7	2.6	2.3	2.4	2.7	0.6	0.5	0.6	0.6	



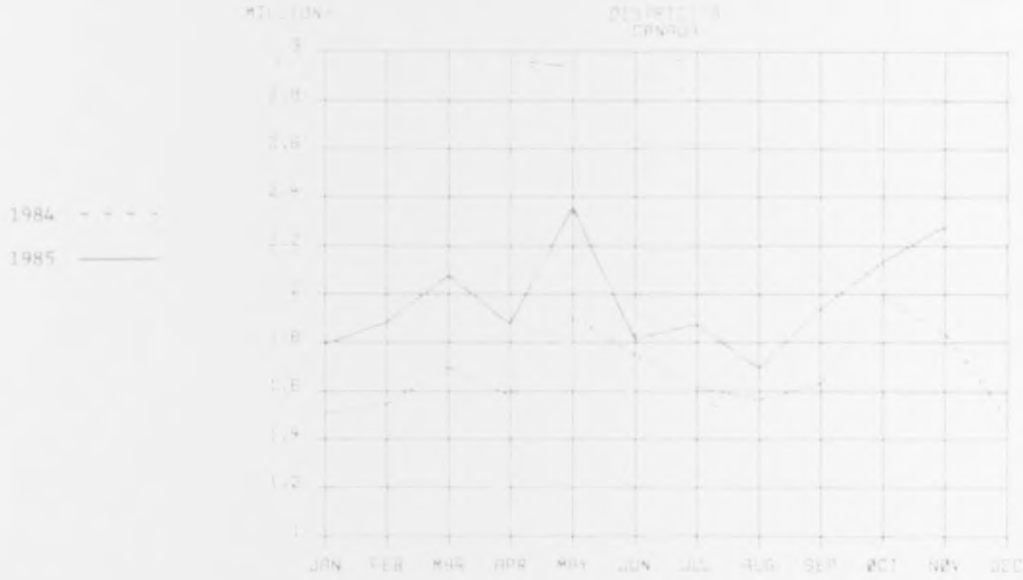
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.3	-6.4	-7.2	-4.9	-8.2	-3.4	-6.8	-15.9	-10.8	-12.9	-13.8	
% Change	Cumulative	7.3	0.1	-2.6	-3.2	-4.2	-4.1	-4.5	- 5.9	- 6.4	- 7.1	- 7.7	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.1	9.2	4.9	23.6	16.8	7.6	10.1	8.6	9.9	3.0	4.9	
% Change	Cumulative	27.1	17.8	13.0	15.7	16.0	14.5	13.9	13.2	12.8	11.7	11.1	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1	-5.9	-5.4	-11.7	-11.8	
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2	13.1	11.0	8.3	6.5	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	21.9	22.1	19.0	23.8	3.6	15.9	8.8	18.9	7.2	24.1	
% Change	Cumulative	19.1	20.5	21.1	20.6	21.3	18.2	17.9	16.8	17.1	15.9	16.7	